<u> </u>	REQUE	ST FOR F	ROCUREN	MENT	SERVICE	S			(1) DOCUMENT N	UMBE	R	
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(see HHB 70-2)												
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DATE RECEIVED	RE	CORDED BY		ASS	IGNED TO		N	EGOTIATOR	,			
FORM OH OO USE												

(5-12-38)

1. SUGGESTED SOURCES (Any sole source recommendation must include a substantive technical justification)	
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OTI is the puime CONUC INTERNET and a little of the little	
OTI is the prime CONUS INTERNET contractor and has offered this	
change as an option. OTI won the prime contract as a result of a competitive procurement (RFP-16-85).	
a competitive procurement (RFP-16-85).	
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2. DELIVERABLE ITEMS	~
REPORTS REQUIRED 3 NO. OF COPIES X MONTHLY INTERIM QUARTERLY FINAL	
HARDWARE (state type and number)	
Terminal modems/printers	
OTHER	
A CER PROMISE	
3. GFP REQUIRED	
N/A	
4. SPECIAL INSTRUCTIONS	
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16 January 1986

MEMORANDUM FOR: FBIS/Contracting Officer

FROM:

Chief, Field Engineering Division

SUBJECT:

INTERNET Options

- 1. During the course of the negotiations on the baseline INTERNET proposal, a number of options were discussed in detail. The more obvious were elected and the backup 2420 is inroute to you for implementation. A less obvious, but equally important, option should also be implemented, preferably as soon as possible. This option is network management.
- 2. Network management is defined to be the implementation of network reconfiguration in accordance with FBIS HQ direction. This involves issuing direction to the non-Washington terminals to activate/deactivate carriers. Such direction, of course, requires coordination and confirmation, both to the foreign terminals and to HQ/FBIS. Thus it is obvious that this is best carried out at the Washington terminal, the nearest terminal to FBIS/HQ.
- 3. This coordination is relatively simple to implement and straight forward to execute, namely hardcopy printout of instructions and confirmation of execution, both from the foreign terminals and FBIS. In recognition of this, OTI has proposed, as an option to their role of Washington Earth Station Manager, an optional task at a cost of 51.6K nonrecurring and an annual charge. The annual charge is 40K for the first year with annual review for adjustment purposes, either up or down. The annual review reflects their recognition that potential trips to the foreign terminals might be required to elevate persistent procedure problems, but that these will certainly decline as a function of time.

4. It is in the best interest of FBIS to implement this option as soon
as possible since we are currently in a good negotiating position, e.g., the
major contract runs 4-4.5 million and this option equals at maximum 330K
over the life of the lease. Note, however, that 330K might be significantly
reduced during the annual review and the initial exposure is only \$51.6K.
Attached is a 2420 in this amount.

STAT

Attachment: 2420